

State of Washington
Office of Insurance Commissioner
2002 Washington Market Share
Line of Business: Life - Annuities

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All Domestic Authorized Companies
Zero Premium Companies Excluded

All Dollars in Thousands

| Company Name | NAIC Code | Dom | Ordinary | Credit | Group | Industrial | Total | Market Share |
|--------------------------------------|--------------|-----|-----------|--------|---------|------------|-----------|-----------------|
| Family Life Ins Co | 63053 | WA | \$119 | \$0 | \$0 | \$0 | \$119 | 0.00% |
| Farmers New World Life Ins Co | 63177 | WA | \$61,945 | \$0 | \$0 | \$0 | \$61,945 | 1.67% |
| Investors Life Ins Co North Amer | 63487 | WA | \$248 | \$0 | \$12 | \$0 | \$261 | 0.01% |
| North Coast Life Ins Co | 67059 | WA | \$1,054 | \$0 | \$0 | \$0 | \$1,054 | 0.03% |
| Safeco Life Ins Co | 68608 | WA | \$118,962 | \$0 | \$7,441 | \$0 | \$126,403 | 3.41% |
| US Branch of Industrial Alliance Pac | 84514 | WA | \$238 | \$0 | \$0 | \$0 | \$238 | 0.01% |
| Western United Life Assur Co | 77925 | WA | \$130,571 | \$0 | \$0 | \$0 | \$130,571 | 3.52% |
| Totals | | | \$313,136 | \$0 | \$7,453 | \$0 | \$320,590 | 8.64% |

(1)Market Share is based on all authorized Washington companies' written premiums.